

Message Text

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ACTION EUR-06

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FM AMCONSUL NAPLES IT

TO SECSTATE WASHINGTON DC PRIORITY 3882

USDOC WASHINGTON DC PRIORITY

INFO AMEMBASSY ROME IT

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E.O. 11652: N/A

TAGS: ETRD IT

SUBJECT: REQUEST FOR INFORMATION RE CARDBOARD CARTON EXPORT PRICES

1. WELL-REGARDED NEAPOLITAN IMPORTER VISITED CONGEN TODAY TO REQUEST URGENT USG ASSISTANCE IN DEFINING PRICE SITUATION FOR US MANUFACTURED CARDBOARD CARTONS, IN ORDER PROTECT MILLION DOLLAR CONTRACT.

2. VITTORIO METAFORA, OWNER OF FIRM OF SAME NAME, ADVISED THAT HE HAS ACTED AS BROKER FOR IMPORTATION CARDBOARD CARTONS FROM WEYERHAEUSER LUMBER OF TACOMA, WASHINGTON FOR MANY YEARS, ON BEHALF PRINCIPAL CANNERS IN NAPLES AREA. PRESNT YEAR'S IMPORTS PROJECTED AT LEVEL OF 7,500,000 CARTONS WITH VALUE OF \$1,250,000. METAFORA STATED THAT, BECAUSE OF 25 PERCENT PRICE RISE AUTHORIZED FEB. 1 BY QUOTE NATIONAL KRAFT COUNCIL UNQUOTE AND APPLIED BY WEYERHAEUSER ON MARCH 1, WEYERHAEUSER HAD REFUSED SHIPMENT OF CONFIRMED ORDERS AGAINST OPEN LETTER

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OF CREDIT UNTIL ADDITIONAL 25 PERCENT PAID. MEANWHILE, 700,000 CARTONS

DESTINED FOR METAFORA SITTING ON BOSTON DOCKS.

3. METAFORA AND CLIENTS WILLING PAY ADDITIONAL 25 PERCENT IN WHAT THEY

REALIZE IS TIGHT PAPER MARKET. HOWEVER, THEY REQUIRE CONFIRMATION FROM

SOME SOURCE (WHICH WEYERHAEUSER HAS FAILED PROVIDE) THAT INDUSTRY HAS BEEN AUTHORIZED RAISE PRICE BY SOME GOVERNMENT OR INDUSTRY BODY AND, PREFERABLY, WRITTEN PROOF OF INCREASE IN ORDER OBTAIN ITALIAN GOVERNMENT APPROVAL TO PASS ON PRICE RISE IN DOMESTIC MARKET HERE.

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4. CONSULATE GENERAL REQUESTS REPLY ASAP TO CONFIRM FACT AND ORIGIN OF

PRICE RISE FOR EXPORT CARDBOARD CARTONS, AS WELL AS ANY ADDITIONAL
RELEVANT INFORMATION AVAILABLE TO ASSIST THIS SUBSTANTIAL IMPORTER
AND CLIENTS.

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